Message Text

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PAGE 01 STATE 062561 ORIGIN XMB-04

INFO OCT-01 AF-08 ISO-00 EB-08 COME-00 TRSE-00 /021 R

DRAFTED BY EXIM:JLENTZ:SM APPROVED BY AF/E:RSPOST AF/E:RCASTRODALE

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O 212237Z MAR 77 FM SECSTATE WASHDC TO AMEMBASSY DAR ES SALAAM IMMEDIATE

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FOR GABA AND MALLOY FROM EXIM

E.O. 11652: N/A

TAGS: BTIO, EAIR, TZ

SUBJECT:TANGOV INTEREST IN EXIMBANK FINANCING FOR POSSIBLE PURCHASE BOEING 737

REF: DAR 1080

1. FOLLOWING IS SUMMARY EXIM ATTITUDE ON FINANCING NEW BOEING 737 AIRCRAFT FOR TANGOV:

A) FINANCING ASSISTANCE COULD ONLY BE CONSIDERED FOLLOW-ING SATISFACTORY RESOLUTION OF EXIM EXPOSURE ON DC-9 NOW HELD BY TANGOV.

B) ANY APPLICATION FOR 737 ASSISTANCE MUST BE SUPPORTED BY DETAILED ECONOMIC/FINANCIAL PROJECTIONS INDICATING THAT OPERATIONS OF NEW CARRIER WILL GENERATE SUFFICIENT FOREIGN EXCHANGE TO MEET FOREIGN EXCHANGE OPERATING COSTS LIMITED OFFICIAL USE

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AND DEBT SERVICE WITH SOME MARGIN FOR SAFETY.

C) EXIM MUST BE SATISFIED THAT NEW CARRIER HAS NECESSARY TECHNICAL AND MANAGERIAL CAPABILITY.

D) EXIM TEAM SHOULD PRESENT ABOVE IN MOST HELPFUL LIGHT OSSIBLE TO FOSTER TANGOV COOPERATION IN PRIMARY

OBJECTIVE OF SETTLING EXISTING DC-9 EXPOSURE.

2. DEPARTMENT PASSED QUESTIONS RAISED REFTEL
TO BOEING WHICH HAS REPRESENTATIVE ALREADY IN AREA.
BOEING SEEMS INTERESTED AND WILL RESPOND DIRECTLY TO
MINISTRY OF COMMUNICATIONS AND TRANSPORT.
VANCE

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Message Attributes

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